

Message Text

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PAGE 01 TOKYO 10412 120813Z
ACTION OPIC-06

INFO OCT-01 EA-07 ISO-00 EB-07 L-03 SSO-00 COME-00
/024 W

-----016656 120817Z /15
O 120755Z JUL 77
FM AMEMBASSY TOKYO
TO SECSTATE WASHDC IMMEDIATE 9306

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FOR OPIC

E.O. 11652: N/A
TAGS: EINV
SUBJECT: OPIC ARBITRATION WITH REVERE

REF: A) STATE 160520; B) TOKYO 10273

1. SUMMARY. TENTATIVE OR FIRM APPOINTMENTS MADE WITH ALL JAPANESE CONSORTIUM COMPANY REPRESENTATIVES. FIRST APPOINTMENT WITH SUZUKI HAS BEEN CONFIRMED BUT SECOND UNFORTUNATELY APPEARS UNLIKELY. EMBASSY PLEASED OFFER HUNT ALL ASSISTANCE TO MAKE VISIT AS USEFUL AS POSSIBLE. END SUMMARY.

2. SUZUKI APPOINTMENT MENTIONED REFTEL HAS BEEN CONFIRMED AS INDICATED TELECON. WE NOW BELIEVE INTERVIEW MAY BE HANDLED LARGELY BY TANIGUCHI WHO ALSO WILL BE PRESENT, WITH ADDITIONAL STATEMENTS BY SUZUKI ONLY AS NEEDED; THUS, TIME PRESSURE MAY BE LESS THAN WAS EXPECTED EARLIER. UNFORTUNATELY, OUR IMPRESSION AT THE MOMENT IS THAT A SECOND APPOINTMENT IN OSAKA IS NOT VERY LIKELY.

3. IN COURSE OF CONFIRMING THIS APPOINTMENT AND MAKING SOME OTHERS, WE GATHERED THAT THERE MAY BE SOME RELUCTANCE AMONG JAPANESE INTERLOCUTORS TO GO INTO
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MUCH DETAIL ON WITHDRAWAL FROM JAMAICA VENTURE. IT APPEARS PROBABLE THAT THE HESITANCY WE SENSED IS PARTLY A DISINCLINATION TO DISCUSS IN TRUE DEPTH WITH OUTSIDERS WHAT JAPANESE CONSORTIUM MEMBERS REGARD AS A FAILURE FOR THEMSELVES, BUT PARTLY ALSO AN UNCERTAINTY ABOUT THE USE WHICH WOULD BE MADE OF ANY MATERIAL THE CONSORTIUM MAY PROVIDE. THE JAPANESE PARTICIPANTS

MAY ESPECIALLY FEAR MAKING STATEMENTS WHICH, IF PUBLISHED,
MIGHT COMPROMISE SOME FUTURE BUSINESS OPPORTUNITY.

4. IN VIEW OF UNFAVORABLE OUTLOOK FOR SECOND APPOINT-
MENT WITH SUZUKI, EMBASSY HAS MADE ADDITIONAL TENTATIVE
APPOINTMENTS WITH OTHER COMPANY REPRESENTATIVES AS
FOLLOWS: MORITA OF SUMITOMO SHOJI ON JULY 18 AT 9:00
A.M.; YAMADA OF KANEMATSU GOSHO AT 11:00 A.M. JULY 18;
MASUDA OF NIPPON LIGHT METAL AT 2:00 P.M. JULY 18;
AND TOKIWA OF MARUBENI AT 2:00 P.M. JULY 19. NON-
SUMITOMO REPRESENTATIVES TENDED TO DEFER TO SUMITOMO
AS JAPANESE CONSORTIUM LEADER AND THEY EXPRESSED
DOUBT AS TO WHAT THEY COULD ADD TO SUZUKI PRESENTATION.

5. IF FIRST MEETING WITH SUZUKI PROVES NOT LONG
ENOUGH WE BELIEVE THAT BEST HOPE FOR OBTAINING
A SECOND ONE WOULD LIE IN HUNT'S REQUESTING THIS AT END
OF FIRST MEETING.

6. EMBASSY WILL BE PLEASED OFFER HUNT ALL ASSISTANCE
IN ORDER TO MAKE VISIT AS USEFUL AS POSSIBLE DESPITE
DIFFICULTIES WHICH MAY ARISE IN ELICITING DESIRED
INFORMATION. WE NATURALLY REMAIN READY TO MAKE
INQUIRIES OURSELVES IF HUNT SHOULD DECIDE NOT TO MAKE TRIP.

7. ASSUMING HUNT TRAVELS AS PLANNED, APPRECIATE FLIGHT
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NUMBER AND ARRIVAL TIME. FSO FREDERICK SHOUP WILL MEET AND
ASSIST. DOES HUNT WISH EMBASSY MAKE HOTEL RESERVATIONS?
MANSFIELD

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NNN

Message Attributes

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Control Number: n/a
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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition History: n/a
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